

House, John

From: Berntsen, Teresa E  
Sent: Tuesday, August 03, 2004 2:32 PM  
To: Ensign, Heidi E; Reynolds, Randy S  
Subject: RE: notice to stakeholders 105 #04-15 price postings

Gotcha, good info.

From: Ensign, Heidi E  
Sent: Tuesday, August 03, 2004 2:24 PM  
To: Reynolds, Randy S; Berntsen, Teresa E  
Subject: RE: notice to stakeholders 105 #04-15 price postings

Also one other mention is that we will need the time to review all supplier postings to make sure they are 10% over manufacturing costs.

-----Original Message-----

From: Reynolds, Randy S  
Sent: Tuesday, August 03, 2004 2:04 PM  
To: Ensign, Heidi E; Berntsen, Teresa E  
Subject: RE: notice to stakeholders 105 #04-15 price postings

Teresa,

We need time for legitimate corrections as allowed by rule, we also are fixing the price posting system to check the 10% rule on all pricing, including allowances, and the system will "catch" all 10% rejections in a file we can access. I think we need this last two week time (from the end of distributor postings to the effective date) to accommodate this.

Also, the system is not designed to help the market respond to competitive pricing, that's why we changed it.

-----Original Message-----

From: Ensign, Heidi E  
Sent: Tuesday, August 03, 2004 1:43 PM  
To: Berntsen, Teresa E  
Cc: Reynolds, Randy S  
Subject: RE: notice to stakeholders 105 #04-15 price postings

Well that would give them less time for corrections on both parties part. Which Randy has already mentioned. But it will also give us less time to review whether or not the postings are legal ie: over the 10% margin how would we be able to give out violations for sales below the 10% if we don't have enough time to notify the licensee?

-----Original Message-----

From: Berntsen, Teresa E  
Sent: Tuesday, August 03, 2004 12:42 PM  
To: Ensign, Heidi E  
Subject: FW: notice to stakeholders 105 #04-15 price postings

DEP EXHIBIT  
CANTON, UTAH  
NOTARY PUBLIC

5-1105

From: Hancock, Goerge

Resp to Costco RFP  
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PLAINTIFF'S EXHIBIT	
CASE NO.	CV04-0360P
EXHIBIT NO.	211

**Sent:** Wednesday, June 23, 2004 5:19 PM  
**To:** Berntsen, Teresa E  
**Subject:** RE: notice to stakeholders 105 #04-15 price postings

I think it would be really useful to all concerned if you could get the deadline under 30 days. With the new system of not disclosing pricing until it becomes effective, that would mean the market can respond to competitive pricing moves within a month rather than two months. That would make the market more efficient and would go some way to meeting the criticisms that are being leveled at it.

-----Original Message-----

**From:** Berntsen, Teresa E [mailto:Teb@LIQ.WA.GOV]  
**Sent:** Tuesday, June 22, 2004 2:33 PM  
**To:** George Hancock  
**Subject:** RE: notice to stakeholders 105 #04-15 price postings

George, sorry took so long to get back to you.

The filing dates are indeed in rule, not law. I talked to Randy about this a bit. In addition to allow us time to review any postings the computer shows errors on, traditionally this time has given suppliers and distributors time to "sync" and correct errors in postings (the law allows us to allow for corrections if something was filed by the deadlines). Since it would take major reprogramming of our price posting system that is not budgeted, we thought we'd propose the same timelines (staff have not received complaints), and we'll see what people say in the rule making process...

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**From:** Hancock, George  
**Sent:** Thursday, June 17, 2004 11:46 AM  
**To:** Berntsen, Teresa E; Wayt, Phil; katiejacoy@wamail.net  
**Subject:** RE: notice to stakeholders 105 #04-15 price postings

Hi Teresa - I will forward to Guild members for comment, but as you know, we did not oppose the legislation, so I do not expect opposition now.

The only thing that comes to mind in reading through - now that filings are electronic and held in confidence until they become effective, is there any reason to have the filing deadline so far out? (ie the 25<sup>th</sup> day of the month two months before the price is effective), I would have thought a 10 business day limit would suffice. Just asking!

Best,

George.

-----Original Message-----

**From:** Berntsen, Teresa E [mailto:Teb@LIQ.WA.GOV]  
**Sent:** Thursday, June 17, 2004 11:28 AM  
**To:** Phil Wayt (Phil Wayt); katiejacoy@wamail.net; George Hancock  
**Subject:** notice to stakeholders 105 #04-15 price postings

The attached rule making notice re: price posting rules will be sent to stakeholders and to non-retail licensees later today. I emailed you a preliminary draft earlier, this one has some typos corrected.

Please let me now if you have any questions or have any issues with the proposals.

Resp to Costco RFP  
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Thank you,  
Teresa

Teresa Bernsen  
Rules Coordinator  
Washington State Liquor Control Board  
360-664-1648  
teb@liq.wa.gov

Resp to Costco RFP  
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